

Message Text

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46

ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 CAB-09 CIAE-00 COME-00 DODE-00

DOT-00 INR-10 NSAE-00 RSC-01 FAA-00 SAJ-01 FEA-02

L-03 PRS-01 PA-04 USIA-15 DRC-01 /084 W

----- 011245

R 231123Z MAY 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC 2735

INFO USMISSION BERLIN

AMEMBASSY LONDON

AMEMBASSY PARIS

USMISSION NATO BRUSSELS

C O N F I D E N T I A L BONN 08223

E.O. 11652: GDS

TAGS: ETRN, WB, GW, UK, FR, US

SUBJECT: CIVAIR: BERLIN AIR FARES

REF: BONN 8091

1. THE AMBASSADOR RAISED IGS FUEL SURCHARGE WITH
FONOFF STATE SECRETARY FRANK DURING A MAY 22 CALL.

2. REFERRING TO HIS PREVIOUS DISCUSSIONS WITH VAN WELL,
THE AMBASSADOR SAID THAT THE US BELIEVED IT WAS NOW
NECESSARY TO SEPARATE THE PROBLEM OF FUEL COSTS FROM
THE OTHER QUESTIONS RELATING TO THE BERLIN SERVICES AND
TO FOCUS ON THE URGENT NEED TO PROVIDE THE AIRLINES
IMMEDIATE RELIEF THROUGH THE IMPLEMENTATION OF A SUR-
CHARGE. STRESSING THE SERIOUS CONCERN WITH WHICH THE
USG VIEWED THE IMPACT OF SOARING FUEL COSTS ON THE IGS
CARRIERS, THE AMBASSADOR URGED PROMPT FRG CONSIDERATION
OF CAA'S FARE INCREASE PRESENTATION SO AS TO PERMIT
IMPLEMENTATION NO LATER THAN JUNE 1.

3. FRANK SAID HE APPRECIATED PROBLEMS FACING IGS
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CARRIERS AS A RESULT OF FUEL COSTS BUT REMAINED NON-

COMMITTAL BOTH AS WHEN THE FRG MIGHT REACH A DECISION ON THE FUEL SURCHARGE AND AS TO THE NATURE OF THAT DECISION. HE THEN ASKED WHETHER EXTENSIVE RATIONALIZATION ON THE BERLIN SERVICES MIGHT NOT BE A WAY OF CUTTING COSTS SUFFICIENTLY TO COVER FUEL COSTS WITHOUT A FARE INCREASE. THE AMBASSADOR RESPONDED THAT RATIONALIZATION WAS A COMPLEX QUESTION WHICH WOULD NOT NECESSARILY LEAD TO AN IMPROVEMENT IN THE CARRIER'S FINANCIAL POSITION, AND IN ANY EVENT, DID NOT APPEAR TO PROVIDE AN ANSWER TO THE PRESSING FUEL COST PROBLEM FACING THE AIRLINES.
HILLENBRAND

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